

# ACE GCC 2010 Conference

Following on from the successful conferences focused on working in the Middle East over the past three years, ACE has established a proactive presence in the region with the annual ACE GCC conference.

Sheraton, Abu Dhabi

17-18 October 2010



# ACE GCC 2010 Conference

The two-day ACE GCC Conference will address issues ranging from entry strategy to guidance on contract risk management. With the support of the ACE Middle East Group, this conference is aimed at supporting UK plc to improve business performances and endorse relevant training for professional engineering staff.

The Middle East is still a key market for engineering projects with an exceptional level of development and numerous innovative schemes underway. Markets in the region still offer significant opportunities' in particular with government funded infrastructure in Qatar, Abu Dhabi, Kuwait, Oman and Saudi Arabia.

This conference will draw together senior engineering and construction professionals working in the region to explore current and future opportunities in the GCC countries, sharing knowledge and lessons learned as well as unite to resolve the challenges they face.

## Sheraton Hotel, Abu Dhabi • 17-18 October 2010

The upcoming conference will be opened by **HE the Ambassador Dominic Jermy**.

The conferences have drawn senior management delegates and eminent speakers from the legal, insurance, client and health and safety sector.

### Speakers will include:

**HE Dominic Jermy OBE**; British Ambassador  
**Ali Rashid Ahmed Lootah**; Nakheel  
**Alan Thomson**; Abu Dhabi Sewerage Services Company  
**Rod Macdonald**; Buro Happold  
**Ian Clarke**; Mott MacDonald  
**Gurjit Singh**; Sorouh Real Estate PJSC  
**Nelson Ogunshakin OBE**; ACE  
**Michael Earp**; Willis Ltd  
**Phil Dowrick**; UKTI

This two-day event will address the challenges firms face in the region. It will focus on the increasing opportunities available in the Gulf Council Countries which continue to remain a key destination for the engineering and consultancy industry.

### Why attend the ACE GCC Conference?

- Two-days of interactive business content with guidance on risk and procurement management.
- Guidance on entry strategies.
- Networking opportunities with an excellent platform to meet and develop relationships with key industry leaders in the industry.

### Facts and figures: Why ACE's GCC Conference is beneficial to your firm

The IMF forecasts estimate nominal gross domestic product (GDP) in the GCC region as being \$1.02 trillion dollars in 2010, and \$1.118 trillion in 2011.

The IMF forecast a real growth rate across the GCC region of 4.9% in 2010, and 5.2% in 2011.

A recent study by research company Business Monitor International (BMI) revealed that the GCC countries are predicted to invest over \$119.6 billion in infrastructure projects over the next decade with the majority of the capital spending expected to be in the rail sector.

In 2009 17% of ACE members reported that the middle east was their biggest market of growth, and 25% indicated that they expect to enter the middle east market within the next 3 years.

### Key Topics

- Business opportunities and challenges in the region.
- Entry strategies to Saudi Arabia and Iraq.
- Valuable insight on the clients perspective.
- Legal, insurance, health and safety, regional commercial and cultural implications of working in the GCC region.
- Appropriate forms of consultancy appointment.
- Key effective risk management and mitigation strategies.
- Business strategies to overcome the economic squeeze and staying ahead in a competitive market place.
- Realities of funding and financing projects.

Drawing together executive engineering, construction professionals and key clients working in the region to explore current and future opportunities in the GCC countries, sharing knowledge and lessons learned from the many challenges they face and uniting to resolve some of the issues.

### Who should attend?

CEOs, directors, associates, managers, engineers, quantity surveyors, architects and legal personnel.

For further information on the ACE GCC 2010 Conference contact Naomi Bari, ACE international business manager on [nbari@acenet.co.uk](mailto:nbari@acenet.co.uk) or 44 207227 1890.

# Business Programme

Day one - 17 October 2010

- 9.00am **Coffee and registration**
- 9.30am **ACE MEG chairman's introduction**  
Speaker: **Ian Clarke, Middle East Group chairman, ACE**
- 9.40am **Conference opening**  
Speaker: **HE Dominic Jerney OBE, HM Ambassador to UAE British Embassy**
- 10.00am **The ACE view on the Middle East market**  
Speaker: **Nelson Ogunshakin OBE, chief executive, ACE**
- 10.20am **UKTI's overview: Hot spots & business opportunities in GCC**  
Speaker: **Phil Dowrick, business specialist, UK Trade & Investment**
- Saudi Arabia
  - Qatar
  - Oman
- 11.00am **Coffee break**
- 11.15am **Utility demands in a developing region**  
Speaker: **Alan Thomson, managing director, Abu Dhabi Sewerage Services Company**
- 11.45am **Heritage, tourism and development in Abu Dhabi**  
Speaker: **Andrew Seymour, infrastructure director, Tourism Development and Investment Company**
- 12.15pm **Lunch break**
- 1.30pm **The regional PPP market**  
Speaker: **Andrew Greaves, partner, Trowers & Hamlins**
- 1.10pm **Insurance risk management: Insurance requirements in the GCC**  
Speaker: **Michael Earp, executive director, Willis**
- Is insurance affecting procurement decisions?
  - DIFC the new insurance hub for GCC.
  - Here come the claims - possibly?
  - Saudi Arabia - can we learn from UAE?
- 2.40pm **Coffee break**
- 2.55pm **Panel session: Legal guide to the GCC**  
**Speakers:**
- **Raid Abu Manneh, partner, Mayer Brown**
  - **Steven Hunt, regional head construction and engineering, Al Tamimi & Company**
  - **Joanne Emerson, of counsel, Norton Rose Middle East**
- 3.45pm **Corporate compliance**  
Speaker: **PricewaterhouseCoopers-TBC**
- 4.30pm **Insurance and contractual frustration work shop**  
Moderators:
- **Michael Earp, executive director, Willis**
  - **Roger Button, regional head construction law, AMERELLER Legal Consultants**
- 6.00pm **Networking Drinks and Reception**  
**Sponsored by Mott MacDonald**



# Business Programme

Day two - 18 October 2010



- 9.15am **Coffee and registration**
- 9.30am **City building: Abu Dhabi Plan 2030**  
Speaker: **HE Falah Mohamed Al Ahbabi, general manager Urban Planning Council-TBC**
- 10.00am **Regional economic recovery**  
Speaker: **TBC**
- 10.30am **Dubai future plans**  
Speaker: **Ali Rashid Ahmed Lootah, chairman, Nakheel**
- 11.10am **Coffee break**
- 11.25am **Client perspective: UAE**  
Speaker: **Gurjit Singh, chief operating officer, Sorouh Real Estate PJSC**
- 12.00pm **Lunch**
- 1.30pm **Opportunities and guide to working in Libya and Saudi Arabia**  
Speakers: **Roderick Macdonald, chairman, Buro Happold**
- 2.10pm **Opportunities and guide to working beyond GCC: Egypt and Iraq**  
Speakers: **Roger Button, regional head construction law, AMERELLER Legal Consultants**
- 2.40pm **Coffee break**
- 2.55pm **Media panel session**  
Chair: **Nelson Ogunshakin OBE, chief executive, ACE**
- **Arabian Business - Invited**
  - **MEED - Invited**
  - **Utilities Middle East - Invited**
  - **Financial Times - Invited**
  - **Building- Invited**
- 3.30pm **Regional Health and Safety**  
Speaker: **Andrew Broderick, HSE manager ALDAR -TBC**
- 4.00pm **Round table discussion: The way forward in the GCC**  
Moderator: **Nelson Ogunshakin OBE, chief executive, ACE**  
Speakers:
- **Roderick Macdonald, chairman, Buro Happold**
  - **Ian Clarke, managing director, ME Mott MacDonald**
  - **Simon Harden, managing director, Waterman Int.**
  - **Michael Earp, executive director, Willis**
- 4.30pm **Conference closes**

## How to book

You can book online at [www.acenet.co.uk](http://www.acenet.co.uk) or complete this booking form and either fax or post back to ACE. **Please complete one booking form per delegate.**

Return your completed form to ACE:

Fax: 020 7990 9202

Post: ACE Events, Alliance House, 12 Caxton Street, London SW1H 0QL

Email: [acemeg@acenet.co.uk](mailto:acemeg@acenet.co.uk)

<b>Name and details of person attending the conference</b>	
Name:	
Job title:	
Organisation:	
Contact address:	
Tel:	Fax:
Email:	
Dietary requirements:	
Any other special requirements:	

### Booking conditions

Delegates will be allocated a place on the event once payment has been received. A written confirmation will be sent by email within one week of receipt of payment. Please note that for this event only credit card payments are acceptable and only in exceptional circumstances will ACE issue invoices. Requests to be issued with an invoice should be in made in writing and sent to contact ACE's International business manager and event co-ordinator Naomi Bari at [Nbari@acenet.co.uk](mailto:Nbari@acenet.co.uk).

Delegates can cancel their place at any time; however cancellations must be made in writing to ACE senior legal assistant Sharon Akumiah at [Sakumiah@acenet.co.uk](mailto:Sakumiah@acenet.co.uk). A full refund will be made if cancellations are received before 3 September 2010 between the hours of 9.00am and 5.00pm. Delegates who cancel between 3 September 2010 and 27 September 2010 between the hours of 9.00am and 5.00pm will receive 50% of the total event fee paid. There will be no refunds for cancellations received after 27 September 2010.

Fee	1 Day	2 Day	Total cost
ACE members	£400	£700	£
Non ACE members	£500	£800	£
Early Bird ACE Member	£320	£560	£
Early Bird Non ACE Member	£400	£640	£
		<b>Grand total</b>	£

ACE has the right to vary or cancel the event where necessary. ACE will provide a full refund to delegates in the event ACE cancels the conference and ACE will endeavour to inform all delegates as soon as practically possible about the cancellation. ACE will not accept liability for delegates' travel costs if the event is cancelled. ACE will not accept liability for individual transport disruption to and from and during the conference.

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### Data protection

The personal information provided by you will be held by ACE. Sometimes your details may be used to keep you informed of other ACE events. If you do not wish your details to be used for this purpose please write to: ACE, Alliance House, 12 Caxton Street, London, SW1H 0QL or email [events@acenet.co.uk](mailto:events@acenet.co.uk)

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